Q2 FY2026 Client Performance Report

Lattice Harbor Software, Q2 FY2026

Executive summary
Expansion performance and disciplined spending keep free-cash-flow breakeven on track for Q4 FY2026.

Reported metrics

Measure	Value	Status
Ending ARR	**$214.3M**	**Ahead**
Net revenue retention	**116%**	**Ahead**
Gross margin	**79.8%**	**On plan**
Qualified pipeline	**$31.4M**	**Behind**

Regional performance

Region	Net new ARR	Status
North America	$8.6M	**Ahead**
EMEA	$2.4M	**Behind**
APAC	$1.3M	**On plan**

Performance review

Operating commentary

Area	Review
Revenue and retention	Expansion performance offsets slower new-logo bookings; weekly operating review focuses on capacity and cycle time.
Pipeline coverage	Qualified pipeline requires executive inspection of concentrated late-stage opportunities.

Priorities

No.	Action
1	Fill four EMEA enterprise account-executive seats by 31 July.
2	Introduce mutual close plans at stage 3.

Decision register

Field	Detail
Decision	Approve EMEA capacity plan
Owner	Board
Due	24 June
Rationale	The plan remains within the existing FY2026 expense envelope.